

FAX

DATE: Tuesday, July 26, 1994

TO: Brewster Kahle, WAIS, Inc.

FAX: 1 415 327 6513

FROM: William L. Dunn

PAGES: 2

MEMO

July 26, 1994

Dear Brewster/ Bruce/John:

I am wondering if Evslin's contact has called and if there is a possibility of a Microsoft deal?

Kyle Heinrich will call on my recommendation. I do not know him. He was directed my way by Michael Schrage who would not send someone of no worth. He has a radio channel on almost 24 hours/day and is interested in new media, or other ways to reuse what he has. He has sound and script (which he would be willing to revise if required). I pitched him on the Internet; that he might look to you for tools, etc. and possibly publishing. I said you had no money to invest in the development and that a royalty arrangement may be in the picture. He is used to bartering for radio spectrum and selling "his" time to advertisers so he understands royalty, etc. If it doesn't fit anything don't be shy in telling him so.

best regards,

Bill

I am reading more and more about Mosaic; should I be worried?